

Toby Davis

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PROFESSIONAL SUMMARY

A dedicated and results-driven **CRM Analyst** with over **13 years** of experience in data analysis, machine learning, and predictive modeling. Skilled in transforming business needs into technical solutions using modern data science tools and practices. Passionate about solving real-world problems through data-driven approaches and delivering measurable outcomes.

CORE SKILLS

- **Technical Skills:** Data Visualization, Tableau, NumPy, Git, Transformers, Feature Engineering
- **Analytical Skills:** Statistical modeling, hypothesis testing, data interpretation.
- **Soft Skills:** Clear communication, collaboration, agile mindset, mentoring.
- **Tools:** Tableau, Power BI, Jupyter, Git, Docker, Cloud platforms.

PROFESSIONAL EXPERIENCE

Crimson Logic Labs

June 2023 – March 2024

Role: CRM Analyst

- Extracted and analyzed large-scale datasets to uncover actionable insights for business growth.
- Built predictive models using machine learning techniques to optimize decision-making.
- Collaborated with engineers and stakeholders on end-to-end model deployment and reporting.
- Led initiatives for workflow automation, improving data pipeline efficiency by 30%.
- Provided guidance and training to junior analysts on analytical best practices.

EDUCATION

Harvard University

Graduated: March 2024

PhD in Human-Centered AI

GPA: 3.16

- Relevant Courses: Data Structures, Algorithms, Statistics, Machine Learning, Database Systems

SELECTED PROJECTS

Resume Screening Automation

- Led end-to-end development of a scalable data-driven system that improved operational efficiency.
- Utilized advanced analytics and machine learning for real-time prediction and automation.
- Deployed solutions with seamless integration into business intelligence dashboards.